

JOYN Empowering Everyone to Deliver More in Oilfield



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Production Efficiency Compromised with Legacy Ways of Working

In the oilfield, a minute saved can be a barrel earned. Yet many oilfields remain reactive to downtime, allowing operational inefficiencies to bleed production.

Business leaders struggle to respond to emerging priorities, and even the optimization projects often fail the test of scalability. The two major contributors are worker productivity and task capacity. Field capacity planning and inter-departmental communication are largely manual. Every department chases one another for daily work execution. Communication methods belong to the past century - phone calls, emails, text messages and even hand delivered dispatches form the communication chain. Lease operators and technicians are caught in running dispatches, managing demands from the field office for data that already exists in the system, juggling multiple devices, filling in hundreds of rows in excel sheets and more. Supers, engineers, and planners execute tasks in silos, tied to disparate systems. And, all this while automation investments remain underutilized for lack of adoption.

Produce More When Every Worker Pumps by Exception

The landscape is changing.

Leading oil and gas producers now optimize fast evolving workflows with JOYN , the first pump by exception platform, built for everyone in the oilfield.

Mobility bridges the last mile connectivity gap. Integrated SCADA and legacy systems streamline each activity, converting them to executable tasks. Intelligent workflows drive prompt task execution and instant status updates. Formula-based task scoring and rules configuration address every scenario from production uptick to preventive maintenance and managing leasing priorities. Going beyond heuristics, artificial intelligence Uberizes oilfields to run route-less operations, matching tasks to most suited resources automatically. With less windshield time, drive time is slashed by a quarter (25%), every day. Every worker delivers more and is proactive to avert downtime.

Capitalize on time, realize the value of fast-evolving work optimization with JOYN.





Use Case Lease Operators

Each Lease Operator gains more than **2 hours back every day**.

Bef	Fore JOYN	After JOYN				
Drives to fiel starti data u	s 30 to 120 minutes Id office before ng route just to get update.	•	Drives directly to field with route, stops, readings, and reports from previous days information	 Intuitive Mobile 2 Offline Connectivity 2 Live Maps 		
Makes attern and p SCAD, or em	s best guess opt to rationalize rioritize flurry of A text messages ails.	•	Receives already prioritized SCADA info, and knows which alert to tend to, in sequence	 SCADA Well Tests² Production Variance Compressor Down Chemical Injection Rate ² Line Pressure 		
Respo data i captu for 3 l paper laptoj	onds to calls on nquiries and res data hours in 3 places - r, spreadsheet and p.	•	Captures in one place all data and scans run tickets, for ~ 45 minutes (production, chemicals, EHS, etc.)	 Ticket Recognition 2 Data Validation Rules 2 In-app Analytics 2 		
Skips three time; tech a to res issues	a potential job or because of lack of and has to call and crew instead solve downtime 5.	•	Attends to at least two of the three potential jobs; and calls tech for the third one to resolve downtime issues	 Task Creation Engine In-app Analytics 		
Leave incom becau drive office paper	es another job aplete for the day use he has to back to field to drop off run-tickets.	•	Completes his routes with 1.5 to 2 hours to spare, and conducts rapid review and the numbers tie out	• End of Route Review 🛛		



Use Case Technicians

Field technicians are directly routed to address issues, fixing more

to prevent downtime.

	Before JOYN	After JOYN					
•	Day before, review approved work order today for something that is needed for tomorrow		Day before, receive work order on JOYN converted to several tasks	Integration Engine Z Task Management Z			
•	Day before, spend hours on the phone/- texts coordinating crews; for a job can cost about \$3,200 for four hours per crew	•	Day before, JOYN assigns sequential tasks to the crews automatically; if crew doesn't accept, goes back to planner to reassign to others in JOYN	 Routing Engine Notifications Activity Feeds 			
0	Day of, roustabout crew shows up for four hours. Job is done in 45 minutes, and they get paid for the whole time		Day of, crew completes job and is assigned to new job by JOYN. There is no wasted time	• Activity Feeds 🛛 • Task Workflow Engine 🖄			
0	Manages multiple crews and inventory to complete the job; often it takes ~ 96 hours from the time work order was issued		All tasks completed are resourced quickly in the field, and data is sent back to back office EAM	• Integration Engine 🛛			



Use Case Superintendents

Superintendents get real-time visibility on field activity and push unplanned tasks to right resources for prompt action.

	Before JOYN	After JOYN					
0	Review day before numbers for accuracy, and detect production variance issues	•	Review pre-validated daily production, downtime across all routes/stops	 Daily Production Report 2 Downtime Report 2 			
0	Coordinate on the phone-text-email to execute jobs based on production variance in previous day report	•	Sees resources live on a map with production data and are able to prioritize assets/resources accordingly	• Live Maps 🛛			
0	Miss the opportunity to get a job done for lack of visibility on operator availability in the vicinity at the time	•	Create tasks in JOYN, which automatically matches resources based on asset priority, SCADA data, resource geo-proximity, skillset match, drive times and more	• Task Matching Engine 🛛			
0	Wait for the next day report to understand today's production variance and are unable to take any action		Review production numbers in real-time as operators auto sync data from battery to battery	• End of Route Reviews 🛛			



Use Case Planners

Planners in remote operating centers can now respond to emerging business priorities swiftly by simple configuration of rules, creating new use cases and workflows with ease and accuracy.

Before JOYN	After JOYN					
 Develop and keep track of business risk matrix needed to drive exceptions 	Build dynamic risk matrix formulas to automate task prioritization and manage by exception	• Business Rules Configurations Engine 🛛				
Follow up with field worker on email, text and phone calls to validate if jobs are complete; workers remain non-compliant	Receive immediate social-media style updates in context of task, asset and resource; focus on next round of planning vs. chasing compliance and follow-ups	• Feed, Notifications and Alerts 🛛				
Execute a job schedule based on new priorities, follow up one by one, and match tasks to workers	Assign and receive immediate confirmation on job schedules and dynamic tasks based on prior-designed business rules; cut down need for 1:1 follow ups	• Task Matching Engine 🛛				
 Stuck without full insight, three to four jobs roll over to the next day without any worker matched yet 	Plan automatically for roll over jobs with JOYN's resource optimization engine, made up of task list and calendar maps	• Task List with Calendar and Map View				



Use Case Engineers

Engineers do not chase crews to address emergent events or planned maintenance. They create tasks and algorithm gets the best suited resource to fix issues on the go.

	Before JOYN	After JOYN					
•	Review production variance issues, identify new jobs; no direct way to execute		Review pre-validated daily production and downtime for individual wells; add tasks for foreman or planners to review	 Daily Production Report 2 Downtime Report 2 Business Rules 2 Configurations Engine 			
0	Follow up repeatedly with super or foreman to delegate jobs like changing chokes size		Gain visibility to job status, comments, assignments, etc. repurposes time spent chasing people to analyze issues	 Feed, Notifications and Alerts Task List 			
0	Do not see shift in production variance for next few days in spite of job being complete; are in blind spot on issues	•	See production variance move, job impacts on production and work with planners on next steps	 Daily Production Report Downtime Report Task List 			
•	Eventually have to execute another job until directly connected with field operator to achieve production goal		Plan continuous improvement of wells to achieve production goals	 Daily Production Report ② Downtime Report ② Task List ③ 			



Use Case **Production Accounting Managers**

Seamless integration of Production Accounting systems (ProCount, TOW, Avocet, Enertia and others) allows real-time visibility and easy access to production data.

	Before JOYN	After JOYN				
•	High lead time for data validation – flooded with data discrepancy struggle to identify variance	•	Control on data quality as data validation happens at point of entry with JOYN	• Data Validation Rules 🛛		
0	No visibility on production data for days – wait for weekly /monthly reports, lose opportunity to flag variance and take action	•	Visibility to live production data with JOYN, can flag variance and take pre-emptive action	• Live Maps 🛛		
0	Wait for weeks for reconciliation of paper run tickets to gain visibility on the amount of oil / gas transported from wells / batteries	•	Get run ticket data on the same day as lease operators capture images of run tickets immediate data capture	• Ticket Recognition		

JOYN Path Forward: Begin Small, Scale Fast

Our customers begin with proof of concept pilot, ranging from 4 to 12 weeks depending on enhanced data capture, integration, route optimization and field ticketing requirements. Then with proven success they scale swiftly across their oilfields.

JOYN responds to voice of the field. Our methodology brings every stakeholder along at every step during the pilot.

Phase 1

- Collaborate with key stakeholders on specific use cases that demonstrate value quickly
- Identify business rules and risk matrix for asset prioritization based on geo-location, production volume and environmental compliance parameters

Phase 2

- Focus on data gathering and systems requirement in consultation with Production Accounting, Automation, IT and Operations teams
- Configure JOYN and build integration to core systems necessary for chosen use cases

Phase 3

- Ride along with operators and on-the-ground training for JOYN app usage for field workers
- Access real-time reports including drive time dashboards, well downtime reports and run ticket reports

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
PHASE 1 – POC Prep							 	
Strategy Session								
Setup & Deployment								
Configure Readings								
Upfront Data Load								
Configure Dynamic Routing, Alerts & Tasks								
Upfront Data Load								
PHASE 2 – Field POC								
Onsite Training								
Field Pilot								
Analytics Reporting								
Pilot Results								·

Success Mantra for Field Implementation

We consistently deliver successful pilots by focusing on ease of field adoption and quicker time to value. Our mantra is:

• Keep it simple for the field

Senior analysts are on the ground with field workers, innovating on the product functionality for intuitive user interaction. For instance, if the lease operators want a certain type of navigation for their ease and convenience, we accommodate that during the pilot.

• Truly Understand the Data

Customers see their own data and receive actual reports matching their readings during the pilot. Lease operators use JOYN app on their iPhones for ease of data capture and validation at the point of entry. They capture run tickets with just a click of camera, for instance, and the data is synced in the cloud for real-time visibility.

Provide Industry Specific Templates

We bring proven leading practices with industry specific templates for quick and accurate data extraction, readings configuration, business rules, prioritization matrix, capacity planning and field ticketing.

Building Connected Oilfields That Pump by Exception

JOYN harnesses the power of mobility, cloud and artificial intelligence to create connected oilfields that pump more oil without adding more cost or resources. High worker productivity and ability to optimize tasks for every role in oilfield proactively averts downtime and increases production. www.sevenlakes.com



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